Range units	Pricing per seat														
	50 50's	100 100's	200 50's	250 50's	300 100's	400 100's	500 100's	600 100's	700 100's	800 100's	900 100's	1,000 100's	1,001 -2,500 100's	2,501 -5,000 100's	5,001 -10,000 100's
Websense Enterprise	$37.00	$31.25	$26.75	$25.25	$23.75	$21.75	$20.00	$19.75	$19.50	$19.25	$19.00	$19.00	$17.00	$16.00	$14.50
Websense Enterprise – Corporate Edition	$42.00	$36.25	$31.75	$30.25	$28.75	$26.75	$25.00	$24.75	$24.50	$24.25	$24.00	$24.00	$21.25	$20.00	$18.25
Client Policy Manager	$52.00	$45.00	$37.50	$36.75	$36.00	$30.00	$27.00	$26.50	$26.00	$25.75	$25.25	$25.00	$21.00	$19.50	$18.00
Websense Web Security Suite	$52.00	$46.00	$41.25	$39.75	$38.25	$36.00	$34.00	$33.75	$33.75	$33.25	$33.00	$33.00	$30.75	$29.25	$27.25
Websense Web Security Suite – Corporate Edition	$57.00	$51.00	$46.25	$44.75	$43.25	$41.00	$39.00	$38.75	$38.75	$38.25	$38.00	$38.00	$35.00	$33.25	$31.00
Websense Web Security Suite – Lockdown Edition	$100.25	$87.75	$76.00	$72.50	$68.75	$63.75	$59.00	$58.25	$57.75	$57.25	$56.50	$56.00	$50.25	$47.00	$43.75
Websense Web Security Suite Lockdown - Corporate Edition	$105.25	$92.75	$81.00	$77.50	$73.75	$68.75	$64.00	$63.25	$62.75	$62.25	$61.50	$61.00	$54.50	$51.00	$47.75

Additional Modules	Pricing per seat per module														
Security Filtering	$10												$9.50	$9.00	$8.00
Bandwidth Optimizer	$5												$4.75	$4.50	$4.00
Real-Time Security Updates															
Remote Filtering	$10												$9.00	$8.00	$7.00

Additional Services	Pricing per account		
Priority One 24x7 Support	$1,000	15% of total product list	*
Platinum Support	$7,500		15% of total product list

Amounts displayed are suggested end-user prices. Resellers are responsible for applying appropriate discount to determine actual cost. Note: Prices subject to change at any time.

Orders for subscriptions above 50 seats must be purchased in 100 seat increments, with the exception of Remote Filtering and 200 or 250 users. For example, customers can purchase 1,100, 1,200 and 1,300 seat subscriptions, but not a 1,150 seat subscription. For subscriptions over 10,000 seats call your sales representative.

Bandwidth Optimizer, Real-Time Security Updates and Security Filtering –
Must be sold with Websense Enterprise or as an add-on to an existing Websense subscription.

Real-Time Security Updates – Requires a separate Security Filtering or Client Policy Manager subscription.

Remote Filtering – Must be sold with Websense Enterprise, Websense Web Security Suite, or as an add-on to an existing Websense subscription. Can be sold in increments of 1. Orders of less than $250 require management approval.

*Priority One 24x7 Support – at 2,501 users and above, we recommend purchase of Platinum Support.

Platinum Support – No multi-year or other discounts apply.

Renewals – Same list prices as above.

High Availability – There is a 25% additional charge for customers that have purchased multiple copies of Websense software to accommodate high availability, redundancy or load sharing.

Upgrades or Changes to Existing Subscriptions – Call your Websense sales contact.

Multi-year Discounts – 15% for 2 years, 20% for 3 years

Educational Institutions – 30% discount off total subscription price.

Customers with Multiple Office Locations –
- **1,000 Seats or Less:** A separate key must be purchased for each location. For example, if you have three offices, one with 460 employees, one with 220 and another with 240, you must purchase a 500-seat subscription and two 250-seat subscriptions. You cannot purchase a 1,000-seat subscription.

- **1,001 Seats or More:** Pricing will be based on the total number of seats at all locations. For companies with multiple office locations, Websense will issue a separate key for the exact number of employees at each office location. Split keys are required to be in increments of 10.

Subscription Agreement – Purchase orders for 5,000 seats and above must be accompanied by a signed Subscription Agreement. Orders not accompanied by this document will not be processed. For renewals the Subscription Agreement does not need to be attached unless:
a. Number of seats or price is different from original contract.
b. Original order was processed as "Unlimited".

Websense part numbers are comprised of six elements. Each product purchased is assigned a separate part number. Choose one item from each of the six color coded categories below to construct a part number. See example below.

① Product Name	Part #	② Platform	Part #		Part #	③ Operating System	Part #
Websense Enterprise	WS	**Firewalls**		HP ProLiant	CPQ	Linux	LNX
Websense Enterprise - Corporate Edition	WSC	Check Point FireWall - 1	FW1	iMimic DataReactor	MIM	Proprietary (BLue Coat or NetApp only)	NNE
Client Policy Manager	CPM	Cisco PIX Firewall/Adaptive Security Appliance	PIX	Inktomi Traffic Server	INK	Solaris	SOL
						Windows NT/2000	NTX
Remote Filtering	RMF	CyberGuard	CYB	Network Appliance NetCache	NTC	④ Number of Users	Part #
Bandwidth Optimizer	BWO	Juniper Networks NetScreen	NTS	Stratacache	STR	50 users (up to 50)	00050
		ServGate	SRV	**Switches and Routers**		100 users (51-100)	00100
						200 users (101-200)	00200
Security Filtering	PG3	SonicWALL Firewall	SWL	Cisco Cataylst Switch	CSW	250 users (201-250)	00250
		Proxy Servers		Cisco Routers	IOS	300 users (251-300)	00300
						400 users (301-400)	00400
Real-Time Security Updates	RTU	Microsoft ISA Server	ISA	**StandAlone Solutions**		500 users (401-500)	00500
						600 users (501-600)	00600
Priority One 24 x 7 Support	TS7	Microsoft Proxy Server	MSP	Websense Enterprise for SMB	SMB	700 users (601-700)	00700
Websense Web Security Suite	SS	Squid Proxy Server	SQD			800 users (701- 800)	00800
		Sun Java System Web Proxy Server	NSP	Websense Network Agent	WNA	900 users (801- 900)	00900
Websense Web Security Suite - Corporate Edition	SSC					1,000 users (901- 1,000)	01000
Websense Web Security Suite- Lockdown Edition	SL	**Cache Devices**		**Embedded Solutions**		Over 1,000 users *Example: 1,100 , 1,200, 1,300*	Increments of 100 01100, 01200, 01300
		3com Webcache	COM	Blue Coat ProxySG	CFO	⑤ Market	Part #
Websense Web Security Suite - Lockdown Corporate Edition	SLC	Blue Coat ProxySG	CFL	Network Appliance NetCache	NTO	Business	CP
						Education	SC
				Network Engines NS Series	NEO	Government	GV
				Cisco WAE (formerly Content Engine)	CCO	Redundancy	RD
Platinum Support	PLS	Cisco WAE (formerly Content Engine)	CCE	Crossbeam X-Series /C-Series	CBO	⑥ Subscription Duration	Part #
						12 months	12
						24 months	24
						36 months	36

Example:

Websense Enterprise for Check Point FireWall-1 for a three year period. Your client is a business consisting of 500 employees and runs Websense on a Solaris operating system.

① Websense Enterprise = **WS**   ② Check Point FireWall-1 = **FW1**   ③ Solaris Operating System = **SOL**   ④ 500 Users = **00500**

⑤ Business Market = **CP**   ⑥ 36 Month Subscription = **36**

Part Number: **WS-FW1SOL00500CP36**

Security Filtering to be added to the Check Point FireWall-1 order above.

① Security Filtering = **PG3**   ② Check Point FireWall-1 = **FW1**   ③ Solaris Operating System = **SOL**   ④ 500 Users = **00500**

⑤ Business Market = **CP**   ⑥ 36 Month Subscription = **36**

Part Number: **PG3-FW1SOL00500CP36**

For more information visit **www.channel.websense.com** or send an email to **partner@websense.com**.

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